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# USAID AGRIFUTURO PROJECT QUARTERLY PERFORMANCE MONITORING REPORT I APRIL 2013 – 30 JUNE 2013

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Submitted to:  
**Elsa Mapilele, COR**  
**Agriculture, Trade and Business Office**  
**USAID/ Mozambique**

Submitted by:  
**Abt Associates Inc.**

*In collaboration with:*

CLUSA Lda., TechnoServe, Wingerts Consulting.

## **DISCLAIMER**

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## ACRONYMS

<b>ACOFA</b>	<i>Agricultura e Comercio de Olinda Fondo</i>
<b>AGdPM</b>	<i>AgroPecuaria de Manica</i>
<b>ASC</b>	<i>Agribusiness Service Cluster</i>
<b>ATB</b>	<i>Agriculture Trade and Business</i>
<b>ATM</b>	<i>Autoridade Tributaria de Moçambique</i>
<b>BDS</b>	<i>Business Development Services</i>
<b>BOM</b>	<i>Banco de Oportunidade de Moçambique</i>
<b>CAL</b>	<i>Corredor Agro Lda.</i>
<b>CEPAGRI</b>	<i>Centro de Promoção de Agricultura</i>
<b>CLUSA</b>	<i>Cooperative League of the USA</i>
<b>COP</b>	<i>Chief of Party</i>
<b>COR</b>	<i>Contracting Officer's Representative</i>
<b>CTA</b>	<i>Confederação das Associações Económicas de Moçambique</i>
<b>DSV</b>	<i>Departamento de Sanidade Vegetal</i>
<b>EAM</b>	<i>Empreendimentos Agrários de Moçambique</i>
<b>EED</b>	<i>Enabling Environment Director</i>
<b>EF</b>	<i>Emerging Farmers</i>
<b>FEDAMOZ</b>	<i>Federação de Alto Molocué</i>
<b>FOSC</b>	<i>Farmer Owned Service Center</i>
<b>FRUTICENTRO</b>	<i>Associação dos Fruticultores do Centro de Moçambique</i>
<b>FRUTINORTE</b>	<i>Associação dos Fruticultores do Norte de Moçambique</i>
<b>GDA<sub>s</sub></b>	<i>Global Development Alliances</i>
<b>IDE</b>	<i>International Development Enterprises</i>
<b>IITA</b>	<i>International Institute of Tropical Agriculture</i>
<b>IKURU</b>	<i>Private Company</i>
<b>INCAJU</b>	<i>Instituto do Cajú</i>
<b>ISPM</b>	<i>Instituto Superior Politécnico de Moçambique</i>
<b>KKC</b>	<i>Kuguta Kuchanda Cooperative</i>
<b>LOP</b>	<i>Life of the Project</i>
<b>MBFI</b>	<i>Mozambique Bio Fuel Industry</i>
<b>M&amp;E</b>	<i>Monitoring and Evaluation</i>
<b>MINAG</b>	<i>Ministério da Agricultura</i>
<b>OLAM</b>	<i>Private Company</i>
<b>PPP</b>	<i>Public-Private Partnerships</i>
<b>STTA</b>	<i>Short-term Technical Assistance</i>
<b>TNS</b>	<i>TechnoServe</i>
<b>UEM</b>	<i>Universidade Eduardo Mondlane</i>
<b>USAID</b>	<i>United State Agency for International Development</i>
<b>VCL</b>	<i>Value Chain Leader</i>
<b>WFP</b>	<i>World Food Program</i>
<b>WV</b>	<i>World Vision</i>

## I. EXECUTIVE SUMMARY

Abt Associates in association with its subcontractors Technoserve (TNS), CLUSA and Wingerts Consulting is pleased to present this quarterly report for the period of April 1, 2013 to June 30, 2013 for the Mozambique AgriFUTURO Project.

Over the course of the quarter, AgriFUTURO implemented a wide range of initiatives, events and activities. This report provides an update on the planned activities on the annual work plan and on the output on the performance monitoring plan. At the end are a number of detailed annexes.

Life of the project was originally May 1, 2009-February 27, 2013 (three years, ten months) and was granted an 11-month extension, March 2013 to January 31, 2014. The total funding with extension is US\$24,291,291.820.

### I.1 PROJECT OBJECTIVES

AgriFUTURO's objective is to increase the competitiveness of Mozambique's private agribusiness sector through the development of competitive agricultural value chains, including four major components:

- Improve the Enabling Environment for Agribusiness;
- Expand and Strengthen Agribusiness Development Services;
- Build Linkages to Financing Services for Agribusiness Development; and
- Increase and Strengthen Public-Private Partnerships (PPPs)

### I.2 GEOGRAPHIC FOCUS

#### **Nacala Corridor**

*Nampula Province:* Angoche, Ilha de Mocambique, Moma, Mogovolas, Mogincual, Mossuril, Murrupula, Monapo, Meconta, Nacaroa, Nacala-Velha, Nacala-porto, Ribaue and Nampula Rapale

*Zambezia Province:* Alto Molocue, Gurué, Mocuba, Nicoadala, Ile, Pebane, Milange and Namarrói, Manganja da Costa e Inhanssuge

#### **Beira Corridor**

*Manica Province:* Gondola, Manica, Barué, Sussudenga and Mossourize.

**Sofala:** Gorongoza.

### I.3 SIGNIFICANT ACHIEVEMENTS

## SUMMARY OF PERFORMANCE INDICATORS AND EXPLANATION OF VARIANCE

- **Private investment mobilized:**

#### **Beira Corridor**

The total invested during the April-June quarter is US\$185,514. This figure represents investments from Dengo Comercial that invested a total of US\$45,000 for warehouse construction; *Sementes Nzara Yopera*, which invested \$22,667 on purchase of a truck and to finalize the construction of the roof of the warehouse; and Phoenix, which invested \$57,173 on the purchase of chemicals for the storage of products, payment of jobs generated during the

harvesting and threshing process. Information is still pending from partners OLAM and Sunsmile, which we expect by the end of the fiscal year.

### ***Nacala Corridor***

AgriFUTURO helped leverage approximately US\$ 958,341 within this corridor between April and June 2013. The total amount invested by province is presented below:

*Nampula province:* This figure includes investments from IKURU to purchase a new cleaning and packaging machine to improve quality of groundnuts for export; cooperatives assisted by SANA Project purchased metal silos to store and conserve grains and sesame, and build a warehouse; *Corredor Agro (CAL)* invested in shelling machines to facilitate harvest and post-harvesting of soybean and sesame.

*Zambezia Province:* Investment this quarter was US\$743,000. MADAL invested US\$522,500 in the purchase of groundnuts and sesame; Lozane Farms invested US\$12,500 to buy soybeans from their associations in Alto Molócue; ACOF invested nearly US\$68,000 (US\$18,000 for groundnuts and US\$50,000 for sesame); Africa Century invested US\$140,000 to buy soybeans. With the exception of African Century, all buyers intended to resell to various domestic and international markets. The value chain with the most investments was groundnuts.

- **New jobs created:**

### ***Beira Corridor***

The project helped generate mainly in harvesting, threshing, transporting and selling/purchasing. Soybean is the value chain that most contributed on this indicator because is considered a main smallholder cash crop.

### ***Nacala Corridor***

The major contribution from this corridor comes from cashew and bananas with approximately 3,000 jobs. The majority of jobs comes from mostly in harvesting, threshing, marketing, purchasing and cleaning and within Zambezia Province, the greater emphasis goes to marketing of soybeans.

Employment should increase in the next quarter with harvesting of products like pigeon peas and cashew nuts. Associations are working to update actual jobs opportunities created in record books being distributed by AgriFUTURO to track inventories, among other tasks.

- **Exports:**

Mozambican exports to neighboring countries are stabilizing, reflecting achievements made on the enabling environment issues, especially the fruit fly issue. The contribution of each corridor follows:

### ***Beira Corridor***

**Fruits value chain:** The Company EAM reported that they exported 89 tons of mangoes to South Africa valued at US\$89,900; while 78 tons of bananas were exported by Agriza and Ausmoz to Zambia valued at US\$62,500.

### ***Nacala Corridor***

**Cashew value chain:** Exports made by companies in partnership with INCAJU (including INDO Africa, Damodar CASA, Century Export, East Coast, OLAM, and GANI Commercial Export Marketing) exported 11,795 tons of cashew nut (kernel) valued at US\$3,931,984 to India, the United Kingdom, Arab Emirates, the United States, and Ukraine; MADAL also bought 730 tons of groundnuts and 123 tons of sesame valued at US\$710,000 to be exported to South Africa in partnership with PFARM.



- **Rural households:**

***Beira Corridor***

AgriFUTURO assisted 405 households, mainly via FOSCs (387) marketing activities and 18 via ASCs.

***Nacala Corridor***

Through AgriFUTURO, 87,111 households (34,288 headed by women), continued to receive assistance from the project among members of associations, cooperatives and emerging farmers. This corridor registered 246 new entries via new producers associations in Zambezia Province, due to the project partnership with the new CLUSA-Promac project.

**Value of sales:**

***Beira Corridor***

Soybeans contributed greatly to this indicator. With project support, 565 tons of soybeans were sold and farmers received US\$316,080.73 from main buyers Abilio Antunes, SENWES, Higest, Mafuia Commercial, MozSEDD, and Phoenix/SEED. Price ranged between 12 Mts/kg and 17 Mts/kg.

***Nacala Corridor***

Sales worth US\$3,868,422 were made in sesame, groundnuts, and soybeans. In Nampula Province, main players were IKURU and Export Marketing, Olinutu and CAL. In Zambezia Province, associations from Alta Zambezia sold 9,720 tons of soybeans. The ASC-Lozane Farms in Alto Molocue bought 25 tons of soybeans from associations. In total 9,745 tons of soybeans were marketed through the producers' associations.

- **Firms and producer organizations assisted:**

***Beira Corridor***

Five associations (Agro-Pecuária Samora Machel, Culima Cuacanaca, Batane Phaza, Kugarike Tangué Ndam and Mossurize) represented a total of 5,455 members (of which 1,026 are women) within producer clubs.

***Nacala Corridor***

The number of firms and producer organizations assisted receiving business development services remains 3,557.

- **Value of agricultural and rural loans:**

***Beira Corridor***

This corridor received US\$156,013, including \$65,380 backed by DCA. That loan from Bank BOM went to *Agropecuária Samora Machel*, Culima Cuacanaca, Batane Phaza, Kugarike Tangué Ndamo, and SIWAMA association for marketing of soybeans and maize.

Non-DCA loans of US\$ 82,300 were advanced by SENWES to Kuguta Kuchanda Cooperative in Dombe to purchase sesame and maize. The Tineshungu/Mossurize association received a loan of US\$8,333(250,000 Mts) from the District Development Fund (FDD) for marketing.

***Nacala Corridor***

The *AgroCredito* initiative, launched by the project in April, contributed to this indicator and as a result, US\$13,255 was lent to small entrepreneurs backed by DCA. US\$151,724 non-DCA loans were made to farmers' associations through commercial companies such as: Gulumo Comercial (in Namialo), Ascali, Export Marketing, Olam and Abudo (in Monapo).



- **New technologies (indicators for # of hectares, # of organizations, and # of farmers):**

#### *Beira Corridor*

The total area using new technologies or management practices remains 1,158 ha (517 ha are using improved seeds, 295 ha are using mechanization, and 346 used inoculants for soybean production). Post-harvest new technologies such as mechanized harvesters are used by ASC's Phoenix, Njerenje, Sementes Nzara Yapera (SNY) and association SIWAMA.

#### *Nacala Corridor*

The total area under the improved technologies or management practices for this quarter was 662 ha, including use of mechanization for harvesting soy in Ribaue by CAL in Gurué by Rei de Agro and some groundnuts seed multipliers assisted by IKURU in threshing groundnuts.

- **Members of cooperatives and producer organizations:**

#### *Beira Corridor*

Entry of 1, 075 new members of which 399 are women.

#### *Nacala Corridor*

Extensive contact and preparation of existing cooperatives for the coming agricultural campaign.

- **Number of policies, regulations and administrative procedures:** Nothing relevant to be reported because most of the policy work get to the completion stage, but is worth to mention that the fruit fly activities continue and AgriFUTURO is helping with management of funds. The only activity that needs a follow up is the logistic study.

## **2. HIGHLIGHTS FROM APRIL-JUNE 2013**

### **2.1 KEY AGRIBUSINESS GRANTS**

During the reporting period, AgriFUTURO completed grants process for all the clients pending any clarification. Following are further details regarding each of the awarded grants by type:

- **Construction projects:**

UNILURIO: Seed capital of \$100,000 committed to laboratory construction was paid in full, with reception of full set of engineer's reports.

Dengo Comercial: To align with the project extension, AgriFUTURO extended its contract with this grantee until December 2013. Dengo Comercial finished the warehouse walls, and the first installment for the roof construction was paid to Deluxo Industries.

Sementes Nzara Yapera: The grantee paid US\$6,666 (200,000 Mts) as matching grant to the company MACO Lda. to complete the roof of the warehouse funded by AgriFUTURO. Construction was finished in June, however the grantee is still waiting for electricity to be installed so that the seed cleaner can start operating.

WISSA: A construction license was issued to install a sales outlet (via a US\$7,000 grant) for processed products in Nampula city that guarantees smallholder farmers a market once WISSA becomes an active buyer. Construction has begun and will be completed at the end of August.

IKURU: Construction of the office and warehouse still in progress, because *Amisse Construções* is not complying with the contractual timing terms. The project recommended IKURU to formalize an extension of the work schedule for 15 days. Failure to meet this deadline would result in cancellation of the contract with the builder.

- **Equipment purchases:**

A grant of US\$3,500 allowed HORFIPEC to buy equipment to establish an irrigation system to improve their nursery. Modifications are needed, so discussions with the supplier iDE continue.

Evertz/DanMoz was awarded a grant of US\$ \$85,039.12 to purchase animal feed processing equipment delivered in April, but the shed to assemble the material has not been yet done. The project will pressure builder Garth Richmond to complete this work.

ISPM's laboratory equipment was delivered in May 22, and its installation has been arranged subject to arrival of chemical agents.

## 2.2 ACTIVITIES UNDER THE ASC APPROACH

### Beira Corridor

The project has six ASC's. The previous shareholders of Vinson G&G have changed their corporate structure and are now working primarily with smallholder farmers. Compared to last quarter, the number of emerging farmers and production areas increased (see Table 1 below) as a result of good performance and access to bank finance.

- ASC–NJERENJE: Finished harvesting soybean and threshing maize, harvesting of cowpea beans just started. Buyer for the maize (seed) is the Mozseeds Company.
- ASC–PHOENIX: Harvested 60 ha of soybeans with some delays due to rains. From 18 ha of common beans cultivated, 14 ha have been harvested and six tons are ready to be sold to Joint Aid Management (JAM) at 45 Mts/kg.
- ASC–Sementes Nzara Yapera, thanks to AgriFUTURO support, found a buyer for common beans: Mozseeds at 33 Mts/kg.
- ASC–Agro-Pecuária de Manica (AGPdM): The 73 outgrowers working under their contract have started to sell soybeans at 17 Mts/kg and maize at 7 Mts/kg to the ASC, while the buyer has started to collect from farmers' fields. In the process of grant monitoring, the project found AGPdM was installing the processing machine awarded by AgriFUTURO in Chimoio City because his farm still does not have electrical power; AgriFUTURO linked this ASC with the Bank BOM, which approved a loan to purchase 117.9 tons of maize and 50.5 tons of soybeans for their processing plant in Chimoio.

**TABLE 1. AREA OF PRODUCTION INVOLVING ASCS AND EMERGING FARMERS IN THE BEIRA CORRIDOR BETWEEN APRIL–JUNE, FY13**

Name of the ASC	EF Sex		Production Area (Hectares)					
	F	M	Maize	Soybeans	Sesame	Groundnuts	Beans	Total
Vinson G&G	0	0	0	0	0	0	0	0
Phoenix	1	6	108.5	268	5	0	33	414.5
Agro-Pecuaria de Manica	1	1	62.9	93.8	0	0	0	156.7
Sementes NZY	2	10	185	0	2	0	11	198
Siwama	1	8	0	43	0	0	0	43
Njerenje	0	6	49.5	31	0	0	15	95.5
	5	31	405.9	435.8	7	0	59	907.7

Source: AgriFUTURO, July, 2013

### Nacala Corridor

Currently the project is working with nine ASCs including : In *Nampula Province*: Olinotu, CAL, CISTER (Rapale), WISSA; In *Zambezia Province*: The ASCs assisted are: Africa Century, Rei do Agro, ACOF, MADAL, CISTER in Alto Molocue, and Lozane Farms in Alto Molocue. For details on crops and area committed to production for the 2012-2013 agricultural calendar, see the table below:

**TABLE 2. AREA OF PRODUCTION INVOLVING ASCS AND EMERGING FARMERS IN NACALA CORRIDOR BETWEEN APRIL-JUNE, FY13**

Name of the ASC	Sex of producers			Production Area (Hectares)					
	M	F	Total	Soybeans	Sesame	Groundnuts	Cowpea beans	Common beans	Total of ha
Nampula Province:									
1.Olinotu	1226	617	1843		226	682	182		1.090
2.CAL	495	29	524	857	833				1.690
3.CISTER (Rapale)	846	354	1200			133	50		183
4.WISSA	10	1	11		9	10	5		24
5.Loza Farm (Malema)	56	24	80	50				25	75
Zambezia Province:									
6.Africa Century	370	580	950	1,300					1,300
7.Rei de Agro	56	4	60	950					950
8.ACOF	250	76	326		92	200			292
9.MADAL	452	100	552		594	14			608
10.CISTER (A. Molocue)	12	4	16					25	25
11.Loza Farm (A Molocue)	326	82	408	418					418
Total									

Source: AgriFUTURO, July 2013

- Corredor Agro (CAL): Worked with 84 emerging farmers. The company signed sales contracts with producers that benefited from technical assistance and supply of inputs including mechanization to produce sesame and soybeans. The company is using tractors awarded by the project to transport the production in Monapo and Ribaué.
- OLINOTU: To ensure the quality of the final product, OLINOTU was committed to monitor post-harvest activities from the associations for which it provided mechanical land preparation. With project support, Olinotu received a loan of approximately US\$5,000 from the bank BOM to participate in the commercialization process.
- ACS-Rei de Agro: Of total cultivated area of 950 ha, 250 ha were cultivated by the 60 farmers working under this ASC, 20 ha more than in March. The remaining 700 ha are company-owned.
- ASC-MADAL: Monitoring of smallholders producing groundnuts in Maganja da Costa district; discussing future plans for next crop calendar (MADAL intends to continue with testing of groundnut varieties and start promoting them with seed allocation to groups of small producers); promoting sesame with smallholders from Inhassunge and Chinde districts; visiting farmers to assess the adaptability of the seven groundnut varieties tested in various conditions. The Runner variety was selected as the most productive for MADAL's farms, with yields exceeding 4 ton/ha in shell.
- ASC-Lozane Farms: As a result of project support (introducing new farmers) and successful soybean marketing of soybeans, the ASC increased the cultivated area from 382.75 ha to 418 ha.

## 2.3 ACTIVITIES UNDER THE FOSC APPROACH

### Beira Corridor

- Barue FOSC: More training in harvesting and post-harvest handling of soybeans was delivered to Barue association members. This month, 46 members (including six women) from Kugarike Tango Nhamo Association received training on ideal timing for harvesting, drying, cleaning and selecting, as well as on the advantages of a good quality product and price negotiation skills.
- Four associations from FOSC of Bárue received AgriFUTURO visits to assess the stage of soybean production in the fields. A total of 28 farmers (including four women) were visited. The team found most of the plants are in full maturation, and all producers are following the technical recommendations.

**TABLE 3. NUMBER OF FOSC AND FOSC MEMBERS, IN BEIRA CORRIDOR DURING APRIL – JUNE, FY13**

Name of the FOSC	Member Sex		Total	# Associations/clubs
	M	F		
Barué/Manica	3,565	856	4,421	103
Dombe	520	359	879	32
Mossurize	864	170	1,034	39
Total	4,949	1,385	6,334	174

Source: AgriFUTURO, July, 2013

### Nacala Corridor

The project continues to assist the nine FOSCs in Nacala Corridor whose membership currently totals 48,124 farmers, with major services including market linkages to final buyers.

**TABLE 4. NUMBER OF FOSCS AND FOSC MEMBERS IN NACALA CORRIDOR DURING APRIL– JUNE, FY13**

Name of the FOSC	Sex		Total	# Associations
	M	F		
Nampula Province:				
SANA Associations	11, 472	7,914	19,386	721
SANA Cooperatives	243	59	302	17
IKURU	2,786	1,540	4,326	133
AICAJÚ	6,202	2919	9,121	11
Zambezia Province:				
ADRA Associations	1,490	1,960	3,450	11
FedaMoz	869	359	1,228	55
Associações da Alta Zambezia (which includes Prosoja and GATES Associations)	6,339	3,891	10,230	140
Nicoadala-WV Associations	55	26	81	3
Total				

Source: AgriFUTURO, July 2013

## 2.4 PROGRESS ON INDUSTRY ASSOCIATION AND COOPERATIVE DEVELOPMENT

### *Nacala Corridor*

AgriFUTURO continues to support establishment of a fruit association in the northern region of Mozambique. AgriFUTURO met with CEPAGRI in Nampula City to discuss the submitted process for the creation of FrutiNorte, which was denied by the Nampula Governor. Recommended actions: Organize a meeting with future members of FrutiNorte to assess their motivation and invite those members on an exchange visit to demonstrate the benefits of such an association.

Four cooperatives have been established—two in Lugela and two in Pebane in Zambézia Province—as a joint effort between AgriFUTURO and ADRA. Transformation of associations into cooperatives is almost completed, lacking the constitutive general meeting.

## 2.5 BUSINESS PLAN DEVELOPMENT & MOBILIZATION OF FINANCE

### *Agro-Credito*

AgriFUTURO started a new financial program called *Agro-Credito* to provide liquidity to commercial retailers and wholesalers, agro dealers/traders, commercial producers, emerging farmers, out-growers, farmers associations, cooperatives, and small and medium enterprises. This program provides short-term capital loans to promote direct lending to traders *Banco Oportunidade* (BOM) and *BancoTerra*, allowing both banks to provide agricultural credit with limit of US\$8,333 (250,000 Mts) to be used as commercial, capital and production loans for a period between four to six months.

During this quarter, AgriFUTURO's activities under the *AgroCredito* Program included: 1) Link producers and commercial banking (Banco Terra and BOM); 2) survey of customer profile; 3) business feasibility study; 4) technical advice on the type of business; 5) preparation of business plans; 6) cash flow; 7) monitoring of credits. Identification of markets/buyers included:

- Forty-six clients representing possible loans of 13.3 million Meticaís (with interest of 941,000 Mts and return of 14.6 million Mts) towards commercial, working capital for traders and dealers with some traditional focus on production or capital loan program.
- Five clients have been approved by BOM for a total amount of US\$49,480.00 all in Barué District. In Beira Corridor are 30 potential clients for commercial loans, production loans and capital funds.
- Four groups in Manica received US\$57,000 from BOM as trade loans.
- Three associations in Barué (Culima Cuacanaca, Agro-Pecuaria Samora Machel and Batane Phaza) received US\$47,147 (1,414,400 Mts) as a credit to buy soybeans and maize.
- Following assessments of their ability to run a business, 10 potential clients from Barué district, will be visited by AgriFUTURO and BOM to formalize the initiative.
- Twenty potential AgroCredito clients in Mavonde (Manica District) are organizing documentation to borrow US\$18,988 (569,640 Mts) to purchase maize, soybeans and sesame.
- Two potential groups with approximately 40 farmers interested in growing vegetables in Mavonde (Manica District) were identified as potential borrowers and will be visited next week. The program facilitated a meeting between BOM and 15 potential clients.

### Other loan facilitation activities

- AgriFUTURO facilitated a meeting between BOM bank and the Agribusiness Service Cluster (ASC) of Agro Pecuaria de Manica (AGPdM) to negotiate the possibility of funding. AGPdM needs US\$56,000 (1,680,000 Mts) to purchase raw material (soybean and maize) from producers and start to operate the processing unit. After the meeting, the BOM manager visited the location where the processing plant is being installed.
- Longtime AgriFUTURO client Batani Phaza Association in Honde (Barue District) has faced limited space to stock their production. This month, this association finalized the construction of their warehouse, which costs US\$16,666 (500,000 Mts) and was co-funded by the association, AGRA, and Fundação Micaia.
- In Nacala Corridor, the project helped the federation of farmers in Alto Molocue (FEDAMOZ), which represents seven unions throughout the region to have their request for loan approved for financing of US\$15,000 (450,000 Mts) from BOM to purchase 1,000 tons of maize, 400 tons of common beans, 40 tons of sesame seeds, 50 tons soybeans and 80 tons common beans. FEDAMOZ already has purchasing contracts with WFP and Corredor Agro (CAL) for maize, CIMPAN Lda and CAL for pigeon peas, OLAM for sesame, and with Lozane Farm for soybeans.

### Business plan design

- AgriFUTURO assisted the “*Agro Comercial de Olinda Fundo*”(ACOF) on the design of a business plan to be submitted to Banco Terra for financing commodities trading in the amount of 6 million Mts. ACOF plans to invest in the commercialization of agricultural products;
- The project supported design of two business plans for two groups created in Barue District (Ruengo) for a US\$6,000 (180,000 Mts) to be submitted to BOM. The clients are gathering information to fill the requirements to open bank accounts and payment of the LSS (Loan Security Savings).

### Leveraging finance

- Launch of the financing programs FinAgro, PRSP II and AgoCredito enhances bank outreach to borrowers seeking small loans who would otherwise had no access to credit given their general lack of traditional collateral. AgriFUTURO staff already involved in the AgoCredito and FinAgro programs will also assist the PRSP II program in its activities in Zambezia Province, particularly in identification of eligible clients.
- The Nampula team supported a visit from the Global Alliance for Improved Nutrition (GAIN) team to Nacala Corridor to assess the potential and verify information from applicants to GAIN’s grants program. The Nampula team organized visits to various project clients (Horfipec, Wissa, Gramiter, ASCALENA, Millennium of Mozambique/TNS UATAF, ORUWERA and Mattharia). With the GAIN grants, these clients can further expand their processing businesses, particularly of those products that help to promote good nutrition.

### Other activities

- *Value chains*: Investigated a 50 ha banana model for Chiure and mango opportunities in Dombe. In cashews, provided investment advisory assistance to Greenslopes Holding, an Iceland investor looking at opportunities in Mozambique, including introduction to Molucue Agro Processamento (MAP) as a potential joint venture partner; and met with a potential new roasting operator to be based in Nacala (group headed by Khiuri Zucula).
- Assistance to Monitor Deloitte included providing a financial institutions database to the Monitor team to share with Cepagri and its users.

- Agrifuturo grants team introduced potential candidates to the FinAgro program, sharing pipeline lists as well as information related to environmental compliance.

### Beira Corridor

Emerging farmer clients were assisted to prepare the necessary business plans with which to acquire needed working capital funding for the following activities:

**TABLE 5. EMERGING FARMERS ACTIVITIES IN BEIRA CORRIDOR, APRIL– JUNE, FY13**

Farmers	Soy	Maize	Beans (Cowpeas, Peagans, Sugar)	sesame
Cultivated area (ha)	435.8	405.9	59	7
Estimated production (tons)	522.9	608.8	48.6	2.4
Market	Abilio Antunes	MOZ SEED	MOZSEED	SENWES
	Higest	Dengo Comercial		
	SENWES TNS Phoenix Seed	SENWES DECA PMA PANNAR		
Price agreed in purchased with contract (Mts/kg)	14-17 mt/kg (grains) 25 mt/kg (for seeds)	5-10 mt/kg (grains) 13 mt/kg (seeds)	15-25 mt/kg	35-45 mt/kg

Source: AgriFUTURO, July 2013

### Nacala Corridor

84 emerging farmers continue to work with CAL on production of sesame and soybeans. CAL provided technical assistance to make sure that the quality of the produce is warranted.

**TABLE 6. EMERGING FARMER ACTIVITIES IN NACALA CORRIDOR APRIL–JUNE, FY13**

	Soy	Sesame
Cultivated area (ha)	218	214
Estimated production (tons)	261.600	107.000
Market	local	japanese
Price agreed in purchase contract (Mts/kg)	16	25

Source: AgriFUTURO, July 2013

## 2.6 PROGRESS ON THE INVASIVE FRUIT FLY

Since the 2007 discovery of the invasive fruit fly, *bactrocera invadens*, in the Cuamba District of Niassa Province, the situation has been stabilized, and export markets have been preserved for the majority of horticultural growers in the southern portion of the country. Yet this has come at some cost to confidence, as seen in reduced or even cancelled horticultural investment plans.

In June, the Ministry of Agriculture and Dr. Cugala of University Eduardo Mondlane unofficially informed AgriFUTURO that non-tariff barriers are slowly opening, allowing green bananas from Central and Northern Mozambique to move to South African markets. South African authorities have also begun to allow a limited number of farms that follow proper pack-out, logistics, and sanitary procedures to export to South Africa. This is very positive news as many Mozambique farmers are seeking outlets for their produce. It is hopeful that Zimbabwe will soon follow South Africa's decision and re-open the banana trade.

In 2010, questions arose about the possibility of green bananas as a host for fruit flies, which would have hurt Mozambique's nascent banana industry. AgriFUTURO organized urgent research on the topic, which has produced disinfestation protocols. Intensive work on the surveillance and management of invasive fruit flies in Mozambique is ongoing.



Final copies of AgriFUTURO's technical and socio-economic reports on the fruit fly were forwarded via USAID's Michael Jordan to the Ministry of Agriculture (MINAG) at the request of Luis Siteo.

## 2.7 ASSISTANCE TO POTENTIAL INVESTORS

Over the course of the quarter, assistance was given to a number of potential investors and to other donor programs, including:

- Through the AgriFUTURO project, the multinational Dole Fruit Company has broached plans to plant up to 10,000 hectares of pineapple in Zambezia Province under export contract to them. The property will be broken into 500-hectare increments to be farmed by farmer investors under an overall scheme organized by the Steenkamps.
- AgriFUTURO is implementing a joint program with MADAL and South Africa Groundnuts Company in Zambezia. The Golden Peanut Co of the U.S. has also expressed interest in Mozambican groundnuts and sesame.
- AgriFUTURO is leveraging a partnership with John Deere to set up a joint training program to benefit smallholder farmers. John Deere is proposing to build on the success achieved with this program in other countries in Africa (Malawi, Zambia and Ghana). A local entity, Connect Co, has been identified to conduct the training in administration, mechanization, and production.

## 3. VALUE CHAIN HIGHLIGHTS

### 3.1 SOYBEANS VALUE CHAIN

#### *Beira Corridor*

A total of 565 tons of soybeans valued at US\$316,081 has been marketed to major buyers Abilio Antunes, SENWES and Higest, *Mafuia Commercial*, MozSeed, and Phoenix. The purchasing price ranged between 12 Mts/kg and 17 Mts/kg. A reason behind the price decrease is the good production of this crop in places like Angónia-Tete Province. Table 7 presents the summary of sales by client.

**TABLE 7. SALES OF SOYBEAN IN BEIRA CORRIDOR. APRIL-JUNE, FY13**

Project clients	Quantities (tons)	Value (in Mts)	Buyers
Agropecuaria Samora Machel	189	3.177.940,00	Abílio Antunes, Higest, SENWES
Culima Cuacanaca	199	3.387.420,00	Abílio Antunes
Batane Phaza	83	1.388.972,00	Abílio Antunes e SENWES
Kugarike Tangué Ndamo	31	468.750,00	Abílio Antunes e SENWES
SIWAMA	51	820.800,00	SENWES
Njerenje	5	122.600,00	Moz SEED
Phoenix	3	69.600,00	Phoenix
AGPdM	3	46.340,00	Mafuia Comercial
	<b>565</b>	<b>9.482.422,00</b>	

Source: AgriFUTURO, July 2013

Growers from Barue FOSC have aggregated 134 tons of soybeans worth US\$75,933 from the Culima Cuacanaca association (79 tons), Samora Machel association (30 tons), and Batane Phaza (25 tons). Culima Cuacanaca already sold 35 tons to Abilio Antunes, a local private entrepreneur working in the poultry sector, while Samora Machel is preparing 30 tons to be sold to Abilio Antunes. Following are activities by association:

- Samora Machel, Batane Phaza and Culima Cuacanaca started to buy soybeans from their members at the warehouse price of 15 Mts/kg but the buyer Abilio Antunes is paying 17 Mts/kg. The soybeans will be aggregated at associations until they complete the quantity desired. The benefit of selling to the association is the better price (17 Mts/kg if greater than 25 tons) compared to 15Mts/kg while selling outside of the association.
- Kugarike Tangué Nhamo Association received a visit from AgriFUTURO field staff to raise awareness of the benefits of collective sales, criteria to be observed for seed selection, how to ensure good germination and how to establish a seed bank. Fifteen members, including two women, attended the meeting.
- AgriFUTURO visited 28 producers (10 at Samora Machel, 4 at Kugarike Tangué Nhamo and 14 at Culima Cuacanaca) to monitor fulfillment of the technical guidance and recommendations delivered for soybean production, technical requirements for transportation, drying and threshing.
- Culima Cuacanaca accumulated over 43 tons and already sold 35 tons to Abilio Antunes for US\$19,833. Samora Machel accumulated approximately 30 tons, and the association continues to buy and collect from the clubs.
- Associations in Mossurize were linked to SENWES by AgriFUTURO to establish a purchasing contract to buy all soybeans produced by the association. The associations agreed to supply 100 tons of soybeans to SENWES at 13 Mts/kg at farm gate, and the buyer will provide sacks and transport.

**TABLE 8. AREA OF SOYBEAN CULTIVATED IN BEIRA CORRIDOR, APRIL – JUNE, FY13**

District/Province	Number of Producers			Soybean Performance			
	Male	Female	Total	Area planted (ha)	Production (in tons)	Volume of Sales (in tons)	Value of sales in USD
FOSC de Barué	3.565	856	4.421	1.380	828	502,6	280,769
FOSC Mossurize	864	170	1.034	300	80	0	0
FOSC Dombe/CKK	520	359	879	0	0	0	0
Total	4.949	1.385	6.344	1.580	908	502.6	280,769

Source: AgriFUTURO, July 2013

**Nacala Corridor**

- A total of 10,350 tons of soybeans were sold for US\$5,175,000. This activity involved various stakeholders in the soy chain but Rei do Agro and FEDAMOZA marketed soybean fields themselves.
- The largest buyer, Abilio Antunes, bought 630 tons of soybeans from Rei de Agro, followed by Novos Horizontes, which purchased 300 tons from different producers located in the north of Zambezia Province. Both buyers are poultry companies and transform soybeans into animal feed.
- The Lozane Farm and Africa Century purchased 25 and 65 tons respectively from producers beneficiaries of their programs. The product purchased by Lozane Farm is still in warehouses for cleaning/selection and subsequent resale, while the 65 tons will be directly processed as animal feed by Africa Century.

**TABLE 9. SOYBEANS PERFORMANCE INDICATORS IN NACALA CORRIDOR DURING APRIL-JUNE, FY13**

District/Province	Number of Producers			Soybean Performance			
	Male	Female	Total	Area planted (ha)	Production (in tons)	Volume of Sales (in tons)	Value of sales in USD
FOSC from Alta Zambézia	6,270	3,960	10,230	11,022	20,941.8	9,720	4,860,300
Lozane Farms	326	82	407	382.75	688.9	25*	12,500
Rei de Agro	N/A	N/A	N/A	930	1,674	630	315,000
Africa Century	370	580	950	1,300	2,340	65*	32,500
FEDAMOZA	94	67	161	470	846	N/A	
Total Zambezia Province	7,060	4,689	11,748	14,134.75	26,490.7	10,350	5,175,300

Source: AgriFUTURO, July 2013.

\*Note: The volume of sales from Lozane Farms and Africa Century are not included in the total of the volumes because these quantities were not sold yet;

- Lozane Farm established four demonstration plots of soybean, benefiting over 407 associated producers. Results were not satisfactory because of the poor germination of the used seed.

### 3.2 GROUNDNUTS VALUE CHAIN

#### Beira Corridor

This value chain did not contribute in this value chain.

#### Nacala Corridor

This crop includes the contributions of MADAL and ACOF, both companies based in Zambezia Province.

- The ACOF received assistance from AgriFUTURO to successfully apply for a loan of US\$68,000 for commercialization, of which US\$18,000 went to purchase approximately 30 tons of groundnuts then sold to export markets.
- Under the partnership MADAL/ADRA it was planned to buy 800 tons of groundnuts from associations working with ADRA in Maganja da Costa. Until the end of June MADAL purchased approximately 730 tons of groundnuts to be exported to PFARMS based in South Africa. From the total volumes of 600 tons, 240 tons were processed at the processing unit installed at MADAL in Quelimane (Zambezia Province).

**TABLE 10. GROUNDNUTS PERFORMANCE INDICATORS IN NACALA CORRIDOR DURING APRIL-JUNE, FY13**

District/Province	Number of Producers			Groundnuts Performance			
	Male	Female	Total	Area planted (ha)	Production (in kg)	Volume of Sales (in tons)	Value of sales in USD
MADAL/ADRA	1,738	1,893	3,631	2,259	1,355.4	730	525,000
ACOF	214	107	321	200	120	30	21,000
Total Zambezia Province	1,952	2,000	3,952	2,459	1,475.4	760	546,000

Source: AgriFUTURO, July 2013

### 3.3 SESAME VALUE CHAIN

#### Beira Corridor

Marketing has already started with SENWES as the main buyer. In the Dombe-Sussudenga District, the Cooperative-CKK sold 42 tons valued at US\$ 48,635. The price varies from 25 to 45 Mts/kg. OLAM and Sunsmile (major buyers) have not yet made their purchases. Kuguta Kuchanda Cooperative's 877 farmers expect to harvest nearly 250 tons,

#### Nacala Corridor

- MADAL invested approximately US\$102,500 in sesame, exported to PFARMS in South Africa.
- ACOF used part of its loan to purchase 150 tons of sesame.
- Madal/ADRA: 123 tons sesame for export was bought to be sold to PFARMS based in South Africa.

**TABLE 11. SESAME PERFORMANCE INDICATORS IN NACALA CORRIDOR, APRIL-JUNE, FY13**

District/Province	Number of Producers			Sesame Performance			
	Male	Female	Total	Area planted (ha)	Production (in tons)	Volume of Sales (in tons)	Value of sales in USD
MADAL	N/A	N/A	561	568,5	739	123	185,000
ACOF	92	13	105	92	119,6	150	230,000
FEDAMOZA	15	6	21	60	78	N/A	N/A
Total	107	19	687	720.5	936.6	273	415,000

Source: AgriFUTURO, July 2013

Note: Data of area, production and number of producers remain the same as the last quarter.

### 3.4 PULSES VALUE CHAIN

#### Beira Corridor

No significant farmer interest among our client farmers in pulses in this area during the quarter. This is being actively worked on to change attitudes going forward.

#### Nacala Corridor

The major and important beans in this corridor are cowpeas and pigeon peas, but during this quarter it was not possible to assess data for this value chain.

### 3.5 FRUITS AND NUTS HIGHLIGHTS

#### Beira Corridor

##### Banana

In Manica Province, 90 producers from the associations of Agro-Pecuária Chiringazou (posto de Messica), Agro-Pecuária 7 de Abril Association, and Camponeses de Nhambe-Belas (posto de Vanduzi) are expected to produce approximately 110 ha bananas.

Also in Manica, 10 producers from Kugarike Tangué Nhamo Association with irrigation systems and interest in producing bananas were identified in Mavonde.

**Mango:** This quarter was not possible to monitor activities under this value chain.

**Cashew:** This corridor does not contribute under this value chain.

### ***Nacala corridor***

#### ***Banana:***

- Activities with Matanuska: AgriFUTURO, helping the big banana company Matanuska to exports its bananas to Europe. The project started the GlobalGap certification process training to 120 Matanuska workers. The training focus on definitions, benefits and responsibilities of Matanuska. The program will include all agricultural practices. Additional support is provided on standard operational procedures;
- Activities with Jacaranda: The project help Jacaranda to identify the best fertilizer program, currently the company is waiting for the laboratory results. This company is already certified for GlobalGap and now the company can export to Europe and one of the buyers currently contacted is Fiffes Company (European company). Additional support on standards procedures to get the soils and foliar samples was provided;
- Activities with Enica: The projects provided the final report to Enica in terms of suitability for bananas, information that is important as for the decision for the location of the farm based on the soil type. Additional support was with business plan design for 100 hectares of bananas pilot farm, this information is very important for the economic decision;

#### ***Cashew:***

- The major accomplishment on this value chain is related to implementation of “*Quality Management System (QMS)*”. During this quarter, the project supported the transfers and implementation of QMS procedures already developed at cashew processing enterprises and train all plant supervisors and managers on standards compliance. The major activities by company are:
  - **Molocue Agro Processamento** - Control the execution of corrective actions, based on written procedures; Process monitoring of EHS and biosecurity measures; As per QMS to prepare and execute Internal Audit Training – c
  - **CONDOR NUTS** - Implementation of Quality Management Internal Audit Training, and assist the company to prepare manuals of quality (e.g. best practices, crisis management, etc.); To assist them describe and control the execution of pending quality corrective actions, execution of quality audit.
  - **Korosho (Chiúri - NPL), 2 Grupos de Fábricas Yunuss** (Lumbo, and Angoche – NPL): provide the feedback on quality risk assessment and organize the HACCP team for quality implementation; Then start quality awareness meetings with all supervisors and workers. Revise quality documentation as requested by the management and advice way forward.
  - **CAJÚ ILHA LUMBO, CAJÚ ILHA ANGOICHE**: Quality awareness meetings with all workers on Quality and HACCP system;

***Mango:*** Nothing relevant on this corridor.

#### ***Pineapple***

- Farmers are interested in a local variety of pineapple (abacaxi) as a promising crop for income and food security in Zambezia Province. Demonstration plots in Nicoadala District are being supported by AgriFUTURO and World Vision. In addition, a manual of best practices for cultivation of pineapple has been shared with producers as well as the financial benefits. AgriFUTURO is recommending use of small-scale irrigation to increase the size and volume of pineapple production.
- The project supported the pineapple cooperative (composed of three associations: Apronaz, Aprofruta and Englose) to sell 5,000 pineapple at 40 Mts/unit this quarter.

- ACOF (Olinda Fondo's company) identified 5 ha to establish a commercial farm of local pineapple.
- MD2 variety: AgriFUTURO facilitated design of two models of business plans for production of MD2 pineapple one for out-growers and other for large-scale commercial production; The project provided technical assistance to Multifrutas – a private enterprise producing MD2 pineapple.
- AgriFUTURO'S BDS Director visited a pineapple cooperative in Nicoadala district, which is interested in a small scale irrigation system to increase productivity from the 7,000 units/ha to 32,000 units/ha or even up to 65,000 units/ha if the full range of agricultural practices are assiduously adhered to. With irrigation, this cooperative could produce off-season produce, giving it a huge price advantage. A modest level of investment required for installation of the irrigation system could be provided via commercial banks with which AgriFUTURO is working. AgriFUTURO will prepare a crop budget analysis and business plans to justify the introduction of this technology to smallholder pineapple production.

### **3.6 ENABLING ENVIRONMENT (COMPONENT I) HIGHLIGHTS**

#### **IMPROVE THE ENABLING ENVIRONMENT FOR AGRIBUSINESS**

- Nothing relevant to be reported.

#### **DEVELOP A NATIONAL COMPETITIVENESS STRATEGY**

- Nothing relevant to be reported.

#### **DEVELOP A NATIONAL COMPETITIVENESS REFORM AGENDA**

- Dissemination of recommendations to key policy implementers for adoption via a workshop being organized for late June. Implementation of the key recommendations. Formation and/or strengthening of stakeholder associations, especially exporter associations, in both Beira and Nacala Corridors.
- AgriFUTURO continues to support establishment of a fruit association in the northern region of Mozambique (FrutiNorte). This month, AgriFUTURO met with CEPAGRI in Nampula City to discuss the state of the submitted process for the creation of FrutiNorte, which was denied by the Nampula Governor. Recommended actions: Organize a meeting with future members of FrutiNorte to assess their motivation and invite those members on an exchange visit to demonstrate the benefits of such an association.

#### 4. PROJECT PERFORMANCE INDICATORS

**TABLE 12. SUMMARY OF AGRIFUTURO PERFORMANCE INDICATORS ACTUAL VS. TARGETS, APRIL-JUNE, FY13**

Performance Indicator		FY13			
		Target FY13	Oct - Dec	Jan-Mar	April -June
Private Investment Mobilized		\$20,051,000	\$599,980	\$2,958,413.80	\$4,702,249
New jobs Created		29,743	17,397	33,101	TBC
Value of Targeted Exports	International	\$45,111,000	\$5,036,406	\$1,108,406	\$13,179,282
	Regional	\$2,540,000	\$22,413	\$0	\$861,500
Rural Households Benefitted		135,457	72,770	74,889	TBC
Value of Incremental Sales		\$25,294,053	\$408,251.49	\$39,655	\$4,408,964
Firms and Producer Organizations Assisted		4,790	2,734	4,875	TBC
Value of Agricultural and Rural Loans		\$3,239,616	\$450,500	\$217,744	\$320,992
Number of PPPs Established		4	1	1	1
# of Hectares under Improved Technologies or Management Practices		50,800	32,480	62,809	TBC
# of Private Enterprises or Producer Organizations Applying New Technologies		4,770	3,043	4,815	TBC
# of Farmers and Others Who Have Applied New Technologies/Management Practices		125,006	49,365	126,237	TBC
Members of Legalized Cooperatives and Farmer Associations		33,000	5,000	0	879
# of Policies, Regulations, Administrative Procedures	Analyzed	4	0	0	0
	Consultations	2	0	0	0
	Proposed	2	0	0	0
	Approved	2	0	0	0
	Implemented	4	0	0	0

Source: AgriFUTURO, July 2013.

#### 5. MAJOR IMPLEMENTATION ISSUES AND LESSON LEARNED

##### 5.1 MAJOR IMPLEMENTATION ISSUES

- **Turnover staff affected the project performance.** The project laid off LTTAs Lidia Pene (Administrative Assistant) and Estevão Fraqueza (M&E Assistant) in May 15, 2013, due to the restructuring of Zambezia operations; At the same period LTTA Sheila Come resigned in May; The project suffered a loss of a team member, Jeremias Aiuba - CLUSA LTTA and field technician, passed away on April 5 position of, based in Nampula;

##### 5.2 LESSON LEARNED

#### 6. KEY ACTIVITIES PLANNED FOR NEXT QUARTER:

##### *Beira Corridor*

- Develop individual work plans.
- Monitor the progress of the 2012/13 agricultural season and marketing outlook.
- Recruitment of STTA consultants for business plan design.

##### *Nacala Corridor*



- Follow up negotiation process between DOLE and MBFI with regard to the South African and international markets for MD2 pineapple.
- Assess the feasibility of installing machines for cleaning, selection and oil extraction with some client FOSCs in the Nacala Corridor.
- Conduct training to forums and associations of smallholder farmers on how to complete the registration books.
- Condor Nuts: continue to work on record keeping and follow up on recommended quality control.
- Follow up with World Vision regarding pineapple production within associations of Nicoadala District in Zambézia.
- Monitor the progress of the 2012-13 agricultural season and marketing outlook.
- Prepare the visit of the Southern Africa Trade Hub (SATH) in Gurué and Alto Molócuè.
- Survey of training needs, identification of organizations (ASC's and FOSC's) to assess their needs and likely candidates for basic training in business management.
- Organize field days in Manica Province.
- Monitoring field visits.
- Seek partnership with PRSP II project.
- Link AgriFUTURO clients to FinAgro grants program for funding.
- Link local pineapple producers to iDE to learn about possibilities for installing an irrigation scheme in Zambezia Province.

## 7. EVENTS ORGANIZED WITH PROJECT SUPPORT:

- **Mozambique's launch of the New Alliance for Food Security and Nutrition**, April 10-11, led by the Mozambican Government in partnership with USAID and JICA representing the G8 Countries. Approximately 150 participants attended from the government, the private sector, and the donor community including various development agencies. The alliance aims to share a vision focused on a prosperous and food secure rural economy, guided by appropriate policy commitments; discuss issues related to land, access to inputs, trade and finance; and learn how to create private sector partnerships. One of the outcomes of the workshop was a draft Action Plan, including a road map with the thematic areas discussed above.
- **The U.S. Ambassador, accompanied by the USAID mission director and relevant staff, visited AgriFUTURO beneficiaries** in Zambézia Province including Madal in Quelimane, Agro-Pecuaria de Olinda Fundo (ACOF) and Mozambique Bio Fuel Industries Ltd (MBFI) in Mocuba, Export Marketing (tea estate) in Gurue, Rei Agro, and the Nossara women's association in Ruace (Gurue District). After the ambassador's visit, Nossara was awarded a US\$5,810 grant from the U.S Embassy through the Small Grants Program to purchase equipment for processing soy sub-products into nutritious food. This cooperative of 12 women processes and commercializes soybean sub-products, which are sold locally. The cooperative receives assistance from AgriFUTURO to expand access to finance and markets.
- Rob Turner and Lorraine Hartman from **USAID's Southern African Trade Hub (SATH)**, accompanied by AgriFUTURO technical staff, visited smallholders and commercial soybean producers to identify areas of collaboration. SATH's representatives visited Rei do Agro, Nossara Association (in Gurué), CAPEME Cooperative and African Century (both in Lioma, Gurue District) and Lozane Farm in Alto Molocue District. SATH will study prospects for intervention and communicate its final decision to beneficiaries.
- AgriFUTURO participated in an **Agribusiness Forum in Chimoio organized by the Initiative for Community Land (ITC)**, attended by the government, donors, private sector and civil society. A frequently voiced concern was low capacity of local entrepreneurs to meet requirements of financial institutions, meaning assistance and investment always goes to the same entrepreneurs who can meet these requirements. All agreed that opportunities need to be expanded to support those who have less ability to prepare proposals/business

plans.

- AgriFUTURO attended the **launch of the FinAgro grant program for agribusiness** in Quelimane City. Jointly funded by the U.S. Government/USAID and the Government of Mozambique, the program has been administrated by TNS in partnership with the Development Agency of the Zambezi Valley. AgriFUTURO will provide technical inputs on the revision of the proposal. This program will benefit Mozambican entrepreneurs by increasing value chain competitiveness of the private sector producing cash crops and staple commodities in Beira and Nacala Corridors and the Zambezi Valley.
- **Inauguration of the UNILURIO laboratory** on June 29 with the special participation of the U.S. Ambassador. After this event the BDS Director visited the laboratory to confirm the completion of building and verify it was ready for equipment installation.
- AgriFUTURO participated in the launch of the second phase of the **"Programa de Relançamento do Sector Privado (PRSP II)"** in Quelimane City, a Mozambican government initiative funded by the Italian government to promote agribusiness in Sofala, Manica, and Zambezia Provinces. It focuses on increasing production and productivity of high-value crops. PRSP II will work with lines of finance from three banks including BCI, MillenniumBim and Mozabanco with annual interest rates ranging from 10% to 20%. AgriFUTURO will be providing technical review of the proposal and potential candidates.
- **Abt Associates: Linking Agriculture with Nutrition workshop** on June 12, held at the Avenida Hotel in Maputo, was presided over by Ms. Marcela Libombo of the Government of Mozambique's SETSAN program and enjoyed high-level presentations by guests from the United States, Guatemala, Mozambique, Tanzania and Malawi. Featured speakers included Abt's Dr. Kenneth Hoadley, former President of the Pan-American School of Agriculture, and Abt's Dr. Omar Dary, an internationally recognized expert on nutrition. Principal objectives were: 1) to summarize current global approaches and information on promoting the link between human nutrition and health in agriculture and economic growth project 2) to present chronic malnutrition reduction and health improvement advances and project in Mozambique to colleagues in the agriculture and poverty reduction fields and 3) to stimulate interaction and dialog between colleagues working on agriculture and income generation projects and those implementing nutrition and health initiatives. In her summary remarks, Ms. Libombo expressed considerable satisfaction with the results of the workshop and pledged prompt follow-up. AgriFUTURO recently learned she disseminated information from this event on how to determine strategies for agriculture that optimize nutrition. The workshop had 57 attendees, including four from USAID (Michael Jordan, John McMahon, Elsa Mapilele and the staff nutrition specialist, Juno Lawrence), officials from Mozambique's government, other country representatives, donors, and several projects working in agriculture or nutrition.
- **Workshop hosted by Beira Agriculture Growth Corridor (BAGC)**, a partnership between government, private investors, donor agencies, and regional organizations to boost agriculture productivity. Launched in 2010, it promotes increased investments in commercial agriculture and agribusiness within the Beira Corridor (Tete, Sofala and Manica provinces). This month BAGC funded a workshop in Chimoio City on June 19, at Castelo Branco Hotel. The AgriFUTURO team in Chimoio participated in the workshop which had 35 participants including several government representatives, NGO's, and private sector employees. The main objectives of the workshop were: 1) create a permanent platform to increase interaction within the seed sector and learn more about interventions in this area; 2) improve coordination of different interventions and strengthen those that will guarantee better seed quality, availability and access; 3) contribute ideas to improve the supervision and monitoring of the field of seeds; and 4) share progress and lesson learned from different investments funded by BAGC.
- **Regional chapter launch of Southern African Agriculture Development**

**Partnership Platform:** The launch of the Mozambican Southern African Agriculture Development Partnership Platform (SADDPP) on May 21, 2013 in Maputo City brought together the country's agribusiness players and government agencies and facilitated deliberations on partnerships that can increase investment in the sector. The SADDPP was originally formed in 2012 under the Removing the Barriers in Agriculture Programme and is funded by USAID. This multi-stakeholder partnership platform for the private sector, government, farmers' associations, donors, development finance institutions and civil society seeks to unblock investment and trade constraints in the agriculture sector. A series of workshops have solicited in-depth inputs and are developing projects amongst key stakeholders in three working groups, namely Regional Market Integration, Alternative Funding Streams and Capacity Building. On June 20, participants—including AgriFUTURO, which is supporting the initiative—attended the regional SAADDPP launch in Chimoio City, led by the NEPAD Business Foundation (NBF), which will serve the entire Beira Corridor. This meeting resulted in the creation of four thematic groups, markets, finance, infrastructure and land, and a group to chart the process to remove barriers and challenges in a programmatic way in each area;

- **Irrigation initiatives in discussion:** AgriFUTURO supported the 3rd Agribusiness Working Group meeting on April 17 to discuss the model of micro-irrigation technologies. The “Elephant Pepper Project,” supported by IDE was presented. Thirteen different organizations were represented.
- **AgriFUTURO continues to support field days:** These field days are contributing to the dissemination of new technologies, with focus on learning by doing new agricultural, production technologies, experience sharing among various session participants facing similar challenges when addressing crop production. This quarter, one field day was organized in the Barué District with a participation of approximately 190 invitees, including partners from (IIAM, DPA, and ADEM) and farmers from the area.
- **Monitoring & Evaluation Training:** AgriFUTURO organized a Monitoring & Evaluation Training (M&E) June 17-19 to improve and harmonize understanding of project indicators and hash out challenges faced when reporting to USAID. The training included one new M&E assistant from Zambezia/Gurue, one M&E assistant from Nampula and one M&E assistant and the Finance Specialist from Manica. The team received additional inputs from Lidia Calvo, the M&E Specialist from the ATB Office at USAID/Mozambique. All agreed that from now on AgriFUTURO will: 1) Continue to use quarterly inventories when reporting project indicators, such as members of associations, jobs generated, households benefitted and enterprises that continue, are new or have stopped receiving assistance, and 2) Adjust the new numbers for the indicators in the Q1 and Q2 tables and make them comparable with indicators for Q3. Thus, this Q3 report will also include data for quarters Q1 and Q2 with all the indicators harmonized.

## 8. GENDER IMPACT ACTIVITIES

- **AgriFUTURO gender assessment aims** to determine how the project has met USAID's goals for gender equity and enhanced opportunities for women in agribusiness. The assessment by gender consultant company Embondeira is led by Inez Hackenburg, a resident of Mozambique, and two Mozambican consultants. The key objective is to understand how project interventions can incorporate more female participation in agribusiness and market-oriented activities. A secondary objective is to propose a strategy for increased gender equality in the overall AgriFUTURO Program. The consultants have met with the management of AgriFUTURO to coordinate efforts and received additional inputs from project field coordinators from the provinces of Nampula, Chimoio and Zambezia to help plan field trips;
- **The launch of the new Women's Agribusiness** in sub-Saharan Africa Alliance (WASAA) took place in Maputo on June 20. AgriFUTURO helped to prepare the multi-nation initiative which currently encompasses 12 countries. Its objective, to foster the position of women in the

agribusiness sector, is closely aligned with USAID's own gender initiative. The "godmother" of this program is Mozambique's former first lady Graça Machel, whose desire to establish such a group has been achieved by "her sisters." They seek to enfranchise women in agribusiness through the dissemination of information, the promotion of women's initiatives in the agriculture sector, the promotion of investment in agro-processing, and the financing of women's efforts in the sector. Funding for the association is largely local but is also received from entities like the Alliance for a Green Revolution in Africa (AGRA) and other donors. Inaugural statements made clear, however, that WASAA is an African entity, founded by African women, and guided by African leadership. Present at the inaugural event were representatives from the Government of Mozambique and from South Africa, Malawi, Kenya and Zambia, who spoke about their own national chapters. In addition, many women leaders from Mozambique's private society attended. Ms. Judite Macuacua of WISSA, a Nacala Corridor agribusiness sponsored by AgriFUTURO, was a key speaker and presenter. AgriFUTURO paid for the banners and displays and brought Ms. Macuacua to speak before the assembled group. Project staffers Anabela Mabota, Eulalia Ouchim and Miranda Come also attended.

## **9. ADMINISTRATIVE UPDATE**

### ***Departures of LTTA***

- The project laid off LTTAs Liria Pene (Administrative Assistant) and Estevão Fraqueza (M&E Assistant) in May 15, 2013, due to the restructuration of Zambezia operations.
- LTTA Sheila Come resigned in May.
- The project suffered a loss of a team member, Jeremias Aiuba, a field technician based in Nampula who passed away April 5 in Cabo Delgado.

### ***New Recruitment and New Status of LTTAs***

- As part of the project restructuring, in April, Octavio Machado and Mario Santos were relocated to Finance Specialists positions. These staff members will be responsible for the identification of potential beneficiaries of the new financing program (AgroCredito).
- Abel Lisboa in Nacala Corridor was appointed as Nampula office coordinator starting up in May.
- Stefano Gasparine in the Nacala Corridor was appointed as Zambezia office coordinator;
- The project will be hiring one M&E person and one field technicians for Gurué; ;
- The project is will be hiring one field technician in Nampula to replace Jeremias Aiuba.

### ***Status of requests to USAID***

- COTR approved travel for project staff Randy Fleming and Simão Tembe to the South Africa border on 3th June 2013 to stamp Randolph's passport.
- COTR awarded approval of international travel for UNILURIO employees Fatima Jamal Ismael and Harith Omar Morgadinho Farooq to St. Louis, US May 23-June 2, 2013. to participate in the NAFSA Annual Conference.
- Success story of WISSA was also approved by COTR. Four success stories are still pending COR approval: the request was submitted in November 2012.
- Request of salary approval was submitted to USAID for LTTA Carolina Reynoso to fill the position of Senior Operations Manager for CLUSA, who will be based in Nampula.
- Request was submitted to the CO to purchase a vehicle for the fruit fly program;

- Separate Maintenance Allowance for James LaFleur was approved in May by the CO. Separate Maintenance Allowance for Randolph Fleming is pending CO approval. It was submitted in March, 2013;
- International travel to Zimbabwe was approved by COR for Randolph Fleming, Sergio Ye and Abel Lisboa from AgriFUTURO between April 8-12. The visit aimed to gain experience from observing smallholder banana operations fostered by Zim-AIED Project;

***Other administration***

- Performance appraisals were conducted during this period; annual salary increases will be made, and possible promotions and bonus may be awarded to the eligible staff.
- Abt Associates' Patricia Costa represented the project in the Feed the Future Gender Global Learning & Evidence Exchange (Gender GLEE) in Washington, DC. May 22-24. The outcome of this event was been considered in the SoW for Gender Assessment.
- As part of the restructuring and reorganization of the ongoing project, the office that had been operating in Quelimane City since May 2012 was transferred to Gurué District.
- COR approved the two project videos produced (Institutional and Operational); It is expected that the videos be released to the local media in next quarter;



**ANNEX A: PERFORMANCE INDICATORS****TABLE 12. FY2013 PERFORMANCE INDICATOR TABLE (TO BE SEND LATER)**

INDICATORS AND DISAGGREGATION	FY12	Oct-Dec	Jan-Mar	April-June	TOTAL FY2013	Targets FY2013	% Target to Date	FY 13 Explanation
<b>Private Investment Mobilized (US\$)</b>								
New		\$599,980	\$2,958,413.80	\$1,143,855	\$4,702,249	\$20,051,000	23%	Most of the investments were from local private sector into construction of infrastructure (warehouse, construction of the roof of the warehouse), purchase of assets such as truck, purchase of chemicals, and working capital use during the commercialization on payment of jobs generated during the harvesting and threshing process.
<b>New Jobs Created</b>								
Total Full time equivalents	27,325	28,603	30,250	31,825	31,825	29,743	107%	<p>The number for jobs created this quarter is across value chains and 1,575 new Fte. The major contributor is the cashew value chain followed by bananas.</p> <p>For the upcoming quarters we shall expect more jobs from banana value chain: The perspectives of Jacaranda don't expect to increase their number of jobs because they aren't opening new areas, while Matanuska will probably increase because they want to start to open new areas.</p> <p>Note: There is a discussion in progress related to the methodology use to collect this indicator. Which means that there will be a discrepancy or difference on last figures to be agreed in the near future.</p>
Male & Female New	11,212	1,278	1,647	1,575	4,500	2,418	186%	
Male & Female Contin.	16,113	27,325	28,603	30,250	27,325	27,325	100%	
Male	18,286	18,472	19,278	20,332	20,332	20,137	101%	
New	6,001	186	806	1,054	2,046	1,851	111%	



INDICATORS AND DISAGGREGATION	FY12	Oct-Dec	Jan-Mar	April-June	TOTAL FY2013	Targets FY2013	% Target to Date	FY 13 Explanation
Continuing	12,285	18,286	18,472	19,278	18,286	18,286	100%	
Female	9,039	10,131	10,972	11,493	11,493	96,606	12%	
New	5,211	1,092	841	521	2,454	567	433%	
Continuing	3,828	9,039	10,131	10,972	9,039	9,039	100%	
Value of targeted exports (US\$)								
International Exports								
Soybean		\$0	\$0	\$0	\$0	\$0	\$0	Even though these crops are targeted for local markets, especially poultry feeding industry, some of the crops are being exported informally to Malawian markets, but the project has no track of this type of trade.
Sesame		\$700,200	\$0	\$0	\$700,200	\$5,278,000	13%	Groundnuts and sesame exports are still to come.
Groundnut		\$325,000	\$0	\$0	\$325,000	\$742,950	44%	The project assisted in the identification of new market with the South Africa Groundnuts company. And exports will be starting next quarter.
Banana		\$0	\$0	\$6,897,403	\$6,897,403	\$30,319,703	23%	At the moment two bananas producers/company are exporting, Matanuska and Jacaranda. Therefore, the value of exports of bananas reflects the contribution of these two. The project will not meet the target by the reason mentioned in previews reports. But is worth to mention that in the two previews quarters the banana VC was not working for the Project, therefore was not possible to have the data collected.
Mango		\$0	\$0	\$0	\$0	\$89,692	0%	
Pigeon peas		\$0	\$0	\$0	\$0	\$90,675	0%	These are new value chains adopted in FY2012 but the project has not been observing any

INDICATORS AND DISAGGREGATION	FY12	Oct-Dec	Jan-Mar	April-June	TOTAL FY2013	Targets FY2013	% Target to Date	FY 13 Explanation
Cow peas		\$0	\$0	\$0	\$0	\$0	\$0	international exports.
Butter Beans		\$0	\$0	\$0	\$0	\$72,540	0%	
<b>Cashews</b>		\$4,011,206	\$1,108,406	\$6,281,879	\$11,401,491	\$8,517,883	134%	Most of the cashew exports occur during the third quarter of the FY. These are figures from the seven factories that Agriculture was supporting namely: IPCCM, MAP Condor, CAJÚ ILHA, CAJÚ ILHA ANGOCHÉ, KOROCHO. With this quarter, the indicator target for FYB13 was met by 134%.
<b>TOTAL</b>		<b>\$5,036,406</b>	<b>\$1,108,406</b>	<b>\$13,179,282</b>	\$19,324,094	\$45,111,000	43%	
<i>Regional Exports</i>								
Soy Bean		\$0	\$0	\$0	\$0	\$0		Even though these crops are targeted for local markets, especially poultry feeding industry, some of the crops are being exported informally to Malawian markets, but the project has no track of this type of trade.
Sesame		\$0	\$0	\$185,000	\$0	\$150,000	0%	
Groundnut		\$22,413	\$0	\$525,000	\$22,413	\$1,224,920	2%	
Banana		\$0	\$0	\$62,500	\$0	\$500,000	0%	Bananas were exported by Agriza and Ausmoz company to Zambia.
Mango		\$0	\$0	\$89,000	\$0	\$296,768	0%	EAM – private company reported that they exported 89 tons of mangoes to South Africa;
Pigeon peas		\$0	\$0	\$0	\$0	\$204,750	0%	These are new value chains adopted in FY2012 but the project has not been observing any international exports.
Cow Peas		\$0	\$0	\$0	\$0	\$0		
Butter Beans		\$0	\$0	\$0	\$0	\$163,800	0%	
Cashews		\$0	\$0	\$0	\$0	\$0		No exports of cashew nut went to regional markets.

INDICATORS AND DISAGGREGATION	FY12	Oct-Dec	Jan-Mar	April-June	TOTAL FY2013	Targets FY2013	% Target to Date	FY 13 Explanation
<b>TOTAL</b>		<b>\$22,413</b>	<b>\$0</b>	<b>\$861,500</b>	<b>\$883,913</b>	<b>\$2,540,000</b>	35%	The project expects to meet the target in upcoming quarter with the domestic trade starting to slowdown.
<b>Volume of targeted exports (in Tons)</b>								
<i>International Exports</i>								
Soybean		0	0	0	0	0	0%	
Sesame		318	0	123	441	4,590	10%	
Groundnut		200	0	0	200	413	48%	
Banana		0	0	10,056,168	10,056,168	71,365	14091%	The volumes of bananas sales went to Fiffes in the case of Jacaranda, and to Middle East Market (Charbarkley) in the case of Matanuska.
Mango		0	-	0	-	104	0%	
Pigeon peas		0	0	0	0	91	0%	
Cow peas		0	0	0	0	0		
Butter Beans		0	0	0	0	54	0%	
Cashews		495	138.85	780,357	780,991	851	91773%	
<i>Regional Exports</i>								
Soybean		0	0	0	0	0	0	
Sesame		0	0	123	123	150	82%	
Groundnut		10	0	730	740	941	79%	
Banana		0	0	78	78	370	21%	
Mango		0	0	89	89	330	27%	

INDICATORS AND DISAGGREGATION	FY12	Oct-Dec	Jan-Mar	April-June	TOTAL FY2013	Targets FY2013	% Target to Date	FY 13 Explanation
Pigeon peas		0	0	0	0	205	0%	
Cow peas		0	0	0	0	0	0	
butter Beans		0	0	0	0	121	0%	
Cashews		0	0	0	0	0	0	
# of rural HH benefitting directly from USG interventions								
Total RRHHs benefited (FY 2010-2013)	132,326	72,770	74,889	75,540	75,540	135,457	56%	<p>Note: There is a discussion in progress related to the methodology use to collect this indicator. Which means that there will be a discrepancy or difference on last figures to be agreed in the near future.</p> <p>Last quarter we use a inventories to calculate the figures for Q1 and Q2 together and the total resported for the PIR was (total : 90,195 meaning that we had 48,753 women and 41.440 men).</p> <p>Using the old methodology of reporting new and continuing: at the moment (Q3) the project assisted 651 new HH and in total for FY13 7.196 HH were assisted.</p>
Male & Female New	63,982	4,426	2,119	651	7,196	3,131	230%	
Male & Female Contin.	68,344	68,344	72,770	74,889	68,344	132,326	52%	
Male Total	63,960	44,934	46,393	46,828	46,828	66,306	71%	
New	22,371	3,345	1,459	435	5,239	2,346	223%	
Continuing	41,589	41,589	44,934	46,393	41,589	63,960	65%	
Female Total	68,366	27,836	28,496	28,712	28,712	69,151	42%	

INDICATORS AND DISAGGREGATION	FY12	Oct-Dec	Jan-Mar	April-June	TOTAL FY2013	Targets FY2013	% Target to Date	FY 13 Explanation
New	41,611	1,081	660	216	1,957	785	249%	
Continuing	26,755	26,755	27,836	28,496	26,755	68,366	39%	
<b>Value of sales (collected at farm level) (US\$)</b>								
Soybean		\$92,530	0	\$2,757,081	\$2,849,610	\$8,825,926	32%	Sales of soybeans are still taking place, which means that next quarter we shall expect an increase on the value of sales.
Sesame		\$8,300	0	\$1,001,231	\$1,009,531	\$2,925,083	35%	Sales of sesame not much is expect but small quantities are still being traded, which means that next quarter we shall expect a small increase on the value of sales
Groundnut		\$15,367	0	\$425,792	\$441,159	\$2,343,044	19%	Not sure yet what is happening on this marketing.
Cashew		\$285,483	\$39,655	Still missing the data	\$325,138	\$10,043,000	3%	The official launch of the marketing season of cashew nuts 2013/2014 will start in October 2013 and had its terminus in February 2014. Therefore, the major contribution to this indicator will be counted inn next FY14.
Mango		0	0	\$35,000	\$35,000	\$52,500	67%	
Pineapple dom.		\$6,034	\$0	\$0	\$6,034	\$0	\$0	
Banana		\$0	\$0	\$58,400	\$58,400	\$156,000	37%	
Pigeon Peas		\$248.27	0	\$0	\$248	\$255,250	0%	
Cow peas		\$289.65	0	\$73,054	\$73,344	\$437,450	17%	
Butter Beans		\$0.00	0	\$58,407	\$58,407	\$255,800	23%	
TOTAL		\$408,251.49	\$39,655	\$4,408,964	\$4,856,871	\$25,294,053	19%	
<b>Volume of sales (collected at farm level) (in Tons)</b>								

INDICATORS AND DISAGGREGATION	FY12	Oct-Dec	Jan-Mar	April-June	TOTAL FY2013	Targets FY2013	% Target to Date	FY 13 Explanation
Soybean		142	0	6,398	6,540	11,624	56%	
Sesame		8	0	623	631	2,817	22%	
Groundnut		15	0	581	596	1,990	30%	
Cashew		686	115	0	801	19,725	4%	
Mango		0	0	70	70	368	19%	
Pineapple dom.		1	0	0	1	0		
Banana		0	0	146	146	240	61%	
Pigeon peas		1	0	35	36	620	6%	
Cow peas		1	0	114	115	903	13%	
Butter Beans		0	0	51	51	552	9%	
<b># of enterprises receiving business development services</b>								
<b>Total # of enterprises</b>	<b>4,721</b>	<b>4,859</b>	<b>4,875</b>	<b>4,875</b>	<b>4,875</b>	<b>4,790</b>	102%	This indicator has also the same problem as jobs, HH, etc..
EF Total (new & cont.)	442	442	446	446	446	454	98%	
New	100	0	4	0	4	12	33%	
Continuing	342	442	442	446	442	442	100%	
FA (FA w/i FOSC) Total (new & cont.)	4,251	4,384	4,395	4,395	4,395	4303	102%	
New	1,666	133	11	0	144	52	277%	
Continuing	2,585	4,251	4,384	4,395	4,251	4,251	100%	

INDICATORS AND DISAGGREGATION	FY12	Oct-Dec	Jan-Mar	April-June	TOTAL FY2013	Targets FY2013	% Target to Date	FY 13 Explanation
Processors Total (new & cont.)	12	13	13	13	13	14	93%	
New	6	1	0	0	1	2	50%	
Continuing	6	12	13	13	12	12	100%	
Input suppliers Total (new & cont.)	16	20	21	21	21	19	111%	
New	11	4	1	0	5	3	167%	
Continuing	5	16	20	21	16	16	100%	
Value Agricultural loans								
Total Value Agricultural loans		\$450,500	\$217,744	\$320,992	\$989,236	\$3,239,616	31%	With the new AgroCredito initiative this target will be met next quarter. However, is worth to mention that women still do not get financing in either mechanisms (Not backed by DCA and Backed by DCA).
Backed by DCA		\$21,241	\$76,695	\$78,635	\$176,571	\$1,393,552	13%	
Male loan recipient		\$19,241	\$75,501	\$78,635	\$173,377	\$996,449	17%	
Female loan recipient		\$2,000	\$1,194	\$0	\$3,194	\$397,103	1%	
Not backed by DCA		\$429,259	\$141,049	\$242,357	\$570,308	\$1,846,064	31%	
Male loan recipient		\$420,672	\$129,789	\$242,357	\$792,818	\$1,240,066	64%	
Female loan recipient		\$8,587	\$11,260	\$0	\$19,847	\$605,998	3%	
# of public-private partnerships formed as a result of AgriFUTURO assistance								
Total PPPs (excluding public)		1	1	1	3	4	75%	



INDICATORS AND DISAGGREGATION	FY12	Oct-Dec	Jan-Mar	April-June	TOTAL FY2013	Targets FY2013	% Target to Date	FY 13 Explanation
ASC		0	0	0	0	1	0%	
FOSC		1	0	0	1	0	#DIV/0!	
GDA w/Private Co		0	0	0	0	0	#DIV/0!	
Financial: DCA		0	0	0	0	1	0%	
Financial: non-DCA		0	1	1	2	2	100%	
Public Org		0	0	0	0	3	0%	
<b># of hectares under improved technologies or management practices as a result of USG assistance</b>								
<i>Total # of ha improve. Seeds (new &amp; cont.)</i>	<b>44,382</b>	<b>54,771</b>	<b>62,809</b>	63,351	<b>63,351</b>	<b>29,826</b>	212%	This indicator has also the same problem as jobs, HH, etc..
<i>Male &amp; female new</i>	25,262	10,389	8,038	542	18,969	6,468	293%	
<i>Male &amp; female Contin.</i>	19,120	44,382	54,771	62,809	44,382	44,382	100%	
<i>Male Total</i>	31,221	38,434	44,043	44,400	44,400	35,565	125%	
<i>New</i>	18,237	7,213	5,609	357	13,179	4,344	303%	
<i>Continuing</i>	12,984	31,221	38,434	44,043	31,221	31,221	100%	
<i>Female Total</i>	13,161	16,337	18,766	18,951	18,951	15,285	124%	
<i>New</i>	7,025	3,176	2,429	185	5,790	2,124	273%	
<i>Continuing</i>	6,136	13,161	16,337	18,766	13,161	13,161	100%	
<i>Total # of ha mechanization (new &amp; cont.)</i>	<b>9,172</b>	<b>11,832</b>	<b>19,869</b>	<b>19,989</b>	<b>19,869</b>	<b>6,302</b>	315%	
<i>Male and female new</i>	4,870	2,660	8,038	120	10,697	1,746	613%	
<i>Male &amp; female Contin.</i>	4,302	9,172	11,832	19,869	9,172	9,172	100%	

INDICATORS AND DISAGGREGATION	FY12	Oct-Dec	Jan-Mar	April-June	TOTAL FY2013	Targets FY2013	% Target to Date	FY 13 Explanation
Male Total	6,884	9,300	14,909	15,029	14,909	8,197	182%	
New	3,963	2416	5,609	120	8,025	1,313	611%	
Continuing	2,921	6,884	9,300	14,909	6,884	6,884	100%	
Female Total	2,288	2,532	4,960	4,960	4,960	2,721	182%	
New	907	244	2,429	0	2,672	433	617%	
Continuing	1,381	2,288	2,532	4,960	2,288	2,288	100%	
<i>Total # of ha using inoculants</i>	<b>3,466</b>	<b>4,527</b>	<b>12,565</b>	12,565	<b>12,565</b>	<b>2,912</b>	431%	
<i>Male and female new</i>	1,261	1,061	8,038	-	9,099	495	1838%	
<i>Male &amp; female Contin.</i>	2,205	3,466	4,527	12,565	3,466	3,466	100%	
Male Total	2,659	3,570	9,179	9,179	9,179	3,065	299%	
New	1,114	911	5,609	0	6,520	406	1606%	
Continuing	1,545	2,659	3,570	9,179	2,659	2,659	100%	
Female Total	807	957	3,386	3,386	3,386	896	378%	
New	147	150	2,429	0	2,579	89	2897%	
Continuing	660	807	957	3,386	807	807	100%	
<i>Total # of ha with one or more technology/mgmt. practice</i>	<b>44,382</b>	<b>54,771</b>	<b>62,809</b>	<b>63,351</b>	<b>63,351</b>	<b>50,800</b>	125%	
<i>Male and female new</i>	25,262	10,389	8,038	542	18,969	6,468	293%	
<i>Male and female cont.</i>	19,120	44,382	54,771	62,809	44,382	44,382	100%	

INDICATORS AND DISAGGREGATION	FY12	Oct-Dec	Jan-Mar	April-June	TOTAL FY2013	Targets FY2013	% Target to Date	FY 13 Explanation
Male Total	31,221	38,434	44,043	44,400	44,400	35,565	125%	
New	18,237	7,213	5,609	357	13,179	4,344	303%	
Continuing	12,984	31,221	38,434	44,043	31,221	31,221	100%	
Female Total	13,161	16,337	18,766	18,951	18,951	15,285	124%	
New	7,025	3,176	2,429	185	5,790	2,124	273%	
Continuing	6,136	13,161	16,337	18,766	13,161	13,161	100%	
# of private enterprises and producers organizations that applied new technologies or management practices								
Total # organizations	4,694	4,799	4,815	4,840	4,840	4,770	101%	This indicator has also the same problem as jobs, HH, etc..
EF Total (new & cont.)	420	440	444	450	450	438	103%	
New	78	20	4	6	30	18	167%	
Continuing	342	420	440	444	420	420	100%	
FA (FA w/i FOSC) Total (new & cont.)	4,251	4,333	4,345	4,364	4,364	4,303	101%	
New	1,666	82	12	19	113	52	217%	
Continuing	2,585	4,251	4,333	4,345	4,251	4,251	100%	
Processors Total (new & cont.)	7	8	8	8	8	10	80%	
New	1	1	0	0	1	3	33%	
Continuing	6	7	8	8	7	7	100%	

INDICATORS AND DISAGGREGATION	FY12	Oct-Dec	Jan-Mar	April-June	TOTAL FY2013	Targets FY2013	% Target to Date	FY 13 Explanation
Input suppliers Total (new & cont.)	16	18	18	18	18	19	95%	
New	11	2	0	0	2	3	67%	
Continuing	5	16	18	18	16	16	100%	
# of farmers and others who have applied new technologies or management practices as a result of USG assistance								
Total applying tech. (new & cont.)	115,178	121,341	126,237	126,842	126,842	125,006	101%	This indicator has also the same problem as jobs, HH, etc..
Male and female new	71,976	6,163	4,896	605	11,664	9,828	119%	
Male and female cont.	43,202	115,178	121,341	126,237	115,178	115,178	100%	
Male Total	72,936	78,070	81,236	81,585	81,585	79,473	103%	
New	43,424	5,134	3,166	349	8,649	6,537	132%	
Continuing	29,512	72,936	78,070	81,236	72,936	72,936	100%	
Female Total	42,242	43,271	45,001	45,257	45,257	45,533	99%	
New	28,552	1,029	1,730	256	3,015	3,291	92%	
Continuing	13,690	42,242	43,271	45,001	42,242	42,242	100%	
# of members of cooperatives and farmers associations (Feed the Future definition)								
Total Male & Female		5,263	1,075	6,334	12,672	99,000	13%	
# Males		4,322	676	4,949	9,947	60,500	16%	
# Females		941	399	1,385	2,725	38,500	7%	
# of members of legalized cooperatives and farmers associations (ATB definition)								
Total Male & Female		5,263	0	879	6,142	33,000	19%	

INDICATORS AND DISAGGREGATION	FY12	Oct-Dec	Jan-Mar	April-June	TOTAL FY2013	Targets FY2013	% Target to Date	FY 13 Explanation
# Males		4,322	0	520	4,842	21,000	23%	
# Females		941	0	359	1,300	12,000	11%	
Number of policies, regulations, administrative procedures:								
Analyzed		0	0	0	0	4	0%	
Presented consult.		0	0	0	0	4	0%	
Presented enactment		0	0	0	0	2	0%	
Approved		0	0	0	0	2	0%	
Implem. begun		0	0	0	0	4	0%	
Gross margins per hectare for emerging farmer crops								
Soybeans		N/A				\$560	0%	
Groundnuts		N/A				\$440	0%	
Sesame		N/A				\$195	0%	

Source: AgriFUTURO, July 2013.

## **ANNEX B: POLICY TABLE (EXCEL FILE)**

### **TABLE 13. POLICY TABLE, FY2013**

**ANNEX C: TABLES SHOWING STATUS OF GRANTS****TABLE 14. GRANTS PERFORMANCE TABLE, APRIL TO JUNE, FY13**

Grantee	Type of grant	ITEM	GRANT Amount	Status	Corredor
IKURU	Seed Capital	Office and warehouse construction	\$68,225	Construction is in progress with some delays from the constructor. The constructor complained about lack of material in Nampula city. At the moment of this report the walls were completed until the middle of the building.	Nacala
CORREDOR AGRO/GrainPro	Discretionary Grant	Storage units for grains	\$10,000.00	The storage units were delivered to the beneficiary in February 2013.	Nacala
UNILURIO	Seed Capital	Laboratory Construction	\$ 100,000.00	Construction in progress	Nacala
GRAMITER	Discretionary Grant	Equipment to calibrate & clean grains	\$10,000.00	Beneficiary received the equipment on September 9/2012 and still waiting for electricity for the installation	Nacala
SEMENTES NZARA YAPERA	ASC	Planters JD 1010 2ROW	\$16,500.00	Delivered on January 2013	
		Tractor JD 5303	\$6,950.00	Delivered on January 2013	
		Seed Cleaner	\$34,704.30	Seed cleaner paid for and grantee has been advised to apply to CPI for clearance of importation. Supplier to confirm date of delivery shortly.	
		Warehouse construction	\$39,354.27	Construction in progress. Last payment will be made at the end of April and is going to be use to terminate the building.	Beira
		<b>Total</b>	<b>\$93,304.27</b>		
ISPM	Seed Capital	Laboratory Equipment	\$100,000.00	The equipment arrived in Beira on the 3 <sup>rd</sup> of February and ISPM is trying to get exemption of the duties, the process has been submitted to the Chimoio local Government and now is waiting for approval	Beira
NJERENJE	Seed Capital	Boom- sprayer	\$6,405.69	Delivered on August 2012	
		Planter	\$22,242.00	Delivered on August 2012	
		Accessories 3 Tyne Ripper, Vicon Spreader, Disc Ceaser Harrow	\$12,840.00	Paid not delivered, waiting for shipment	Beira
		Tractor	\$37,769.38	Delivered on August 2012	
		<b>Total</b>	<b>\$79,257.07</b>		
EVRETZ	Seed Capital	Maize Milling Plant	\$59,039.12	The delivery of the equipment still pending with the supplier	
		Soya Extruder	\$10,000.00	Waiting for shipment	Beira
		Shed Construction	\$16,000.00	Waiting for delivery	
		<b>Total</b>	<b>\$85,039.12</b>		
WISSA			\$7,405	waiting for provider to build the canteen	Nacala
HORFIPEC			\$3,674	Was paid to the supplier, pending the instalation of the system of irrigation	Nacala
DENGO	Seed Capital	Construction (roof and paint)	\$50,000.00	Waiting for grantee to finalize the warehouse.	Beira

Source: AgriFUTURO, July 2013.



## ANNEX D: SUCCESS STORY



**USAID | AGRIFUTURO**  
FROM THE AMERICAN PEOPLE | Agribusiness Competitiveness

# SUCCESS STORY

## Machine takes grains marketer to new level

**Grant helped Grains of My Land mechanize processing peanuts, beans and other products**



Photo: Mario Santos, USAID AgriFUTURO

*Ms. Maria Nhantumbo founded Gramiter in 2009 in part to help women gain greater proximity to the staple crops value chain.*

***USAID is providing business and technical assistance to smallholder farmers and others in agribusiness value chains to raise incomes and increase food security in Mozambique.***

U.S. Agency for International Development  
[www.usaid.gov](http://www.usaid.gov)

Channeling grains from Nampula province in Mozambique's fertile northern region to Maputo, its urban capital in the south, involves many small firms who collect harvests from thousands of farmers and sell to wholesalers and food companies. Gramiter, a woman-owned company in Nampula, has emerged as a reliable source for shops, wholesalers and a candy company in Maputo and other urban centers.

Founded in 2009 by Ms. Maria Nhantumbo, Gramiter is an amalgam of "*Graos da Minha Terra*" (Grains from my country). The company purchases peanuts, sesame, beans and corn from producer associations representing 110 women and sells to a largely women-owned and operated group of buyers. Ms. Nhantumbo has said that her company helps women gain access to markets in largely male-dominated agricultural value chains, "by recognizing their role, work and activities as a profession, and not as mere aid."

Recently, Gramiter successfully applied to USAID's AgriFUTURO project for \$10,000 in USAID grant funding to take her business to a new level: mechanizing its processing and cleaning line for grains, in order to offer its customers better-quality products. The machine, delivered to Gramiter in late 2012, helps separate grain from foreign material, and grading according to size and class. When fully operational, the machine will allow Gramiter to increase its processing capacity from 48 tons a year (done by hand) to 384 tons a year—which means the firm will also be able to buy more products from neighboring farmers.

AgriFUTURO is also supporting GRAMITER's efforts to grow its own vegetables by connecting the firm to another USAID funded organization to help them establish an irrigation system. The project will help GRAMITER apply for a grant from the Global Alliance for Improved Nutrition (GAIN), leveraging its support so that GRAMITER can diversify into production of more nutritious foods.